#### **Industry Analysis**

#### **Active Selections**

ID, Nuclear Electric Power Generation (221113), Scientific Research and Development Services (5417)

#### **Key Metrics**



#### **Projected Growth**

10 Years

#### **Location Quotient**

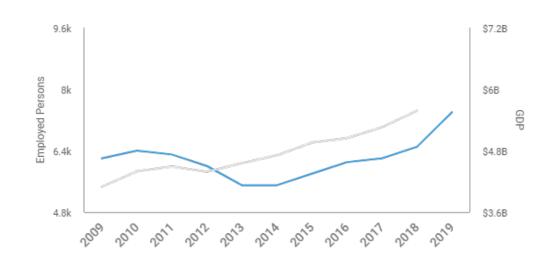


#### **Economic Impact**

Dec 2019

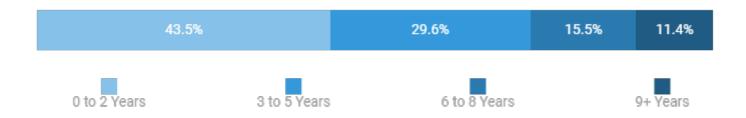


Note: GDP and Employment figures not available for all industries in all years

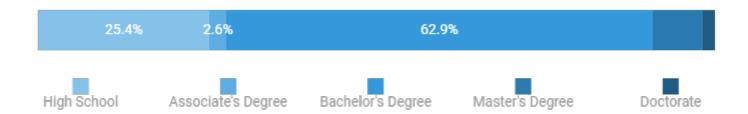


Source: Bureau of Labor Statistics, Bureau of Economic Analysis

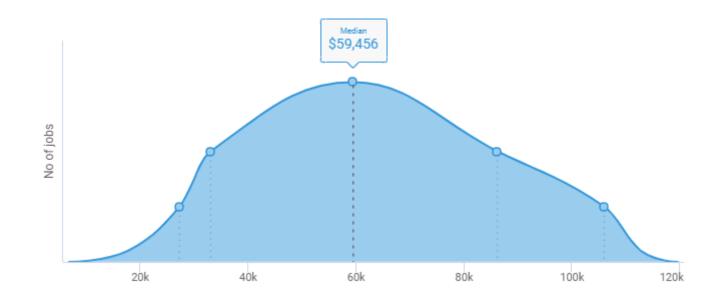
## **Job Qualifications - Years of Experience**



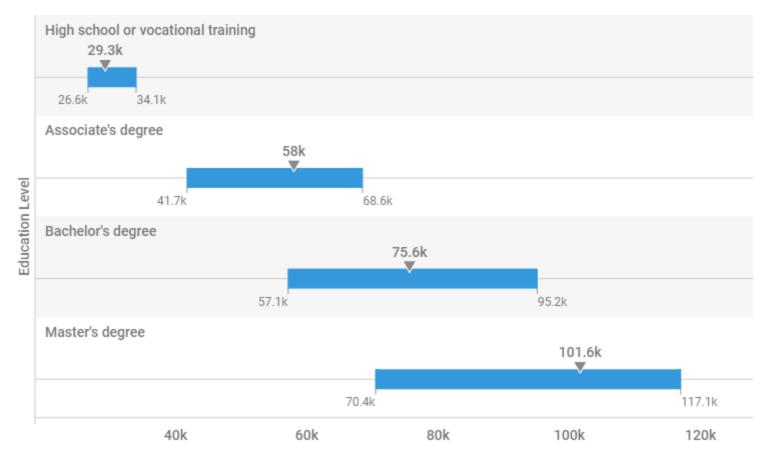
#### **Job Qualifications - Education Level**



### **Salary Overall**

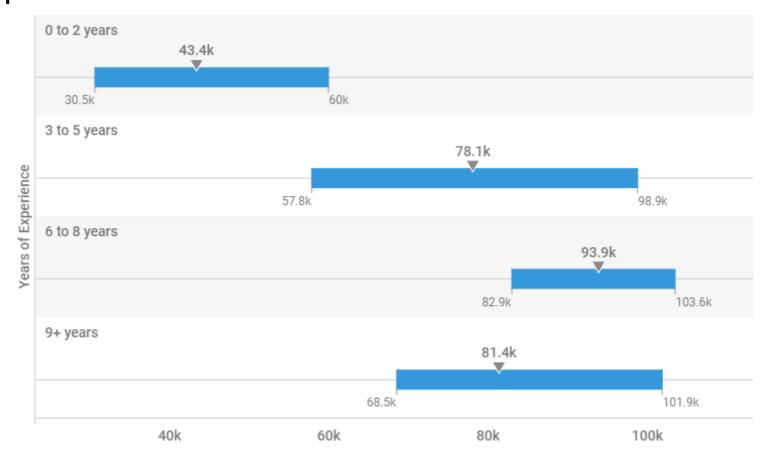


### **Salary By Education**



Salary distribution is not shown for education levels with insufficient sample size

## **Salary By Experience**



## **Top Requested Occupations**

Clinical Supervisor / Manager
Natural Sciences Research Manager
Phlebotomist
Biology Laboratory Technician
Laboratory Technician (General)
Biostatistician
Software Developer / Engineer
Statistician
Courier / Messenger
Mechanical Engineer (General)

### **Top Requested Skills - Specialized Skills**

Quality Assurance and Control
Budgeting
Scheduling
Customer Service
Clinical Research
Good Clinical Practices (GCP)
Project Management
Clinical Trials
Quality Management
Data Entry

### **Top Requested Skills - Baseline Skills**

Communication Skills
Research
Microsoft Excel
Detail-Oriented
Problem Solving
Writing
Microsoft Office
Computer Literacy
Teamwork / Collaboration
Physical Abilities

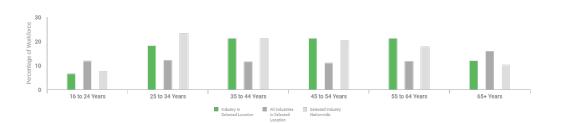
### Age Breakdown

### **Median Age**

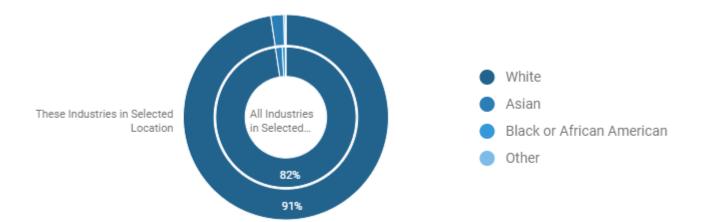
These Industries in Selected Location 43 Years

All Industries in Selected Location
38 Years

These Industries
Nationwide
41 Years



#### Race Breakdown



Source: 2014 - 2018 American Community Survey 5-Year Estimates

#### **Gender Breakdown**

58%

All Industries in Selected Location 48.4%





42%

All Industries in Selected Location 51.6%

Source: 2014 - 2018 American Community Survey 5-Year Estimates

## **Top Occupations in Demand**

Specialized Occupation	Occupation	Occupation Family	Job Postings(#) Last 12 months	Job Postings(%) Last 12 months	Projected Growth (10 years)	Salary Range (25th-75th percentile)	Risk of Automation	Location Quotient
Clinical Supervisor / Manager	Healthcare Administrator	Health Care including Nursing	41	4.5%	+25.8% 🖍	\$65 - 76k	Low Risk	5.6 ≈
Natural Sciences Research Manager	Natural Science Research Manager	Science and Research	40	4.4%	+6.1% 🖍	\$83 - 114k	Low Risk	1.9 ≉
Phlebotomist	Phlebotomist	Health Care including Nursing	36	3.9%	+21.8% 🖍	\$31 - 45k	Low Risk	3.7 ≉
Biology Laboratory Technician	Laboratory Technician	Health Care including Nursing	30	3.3%	+23.3% 🖍	\$28 - 31k	Low Risk	2.9 🙈
Laboratory Technician (General)	Laboratory Technician	Health Care including Nursing	30	3.3%	+23.3% 💉	\$28 - 31k	Low Risk	0.9 -
Biostatistician	Biostatistician	Planning and Analysis	27	2.9%	+42.0% 🖍	\$109 - 118k	Low Risk	3 ≈
Software Developer / Engineer	Software Developer / Engineer	Information Technology	21	2.3%	+30.2% 🖍	\$75 - 86k	Low Risk	1.2 -
Statistician	Statistician	Planning and Analysis	20	2.2%	+42.0% 🖍	\$98 - 106k	Low Risk	4 ≈
Courier / Messenger	Courier / Messenger	Transportatio n	16	1.7%	+12.6% 🖍	\$16 - 29k	High Risk	2.7 ≈
Mechanical Engineer (General)	Mechanical Engineer	Engineering	15	1.6%	+9.8% 💉	\$56 - 81k	Low Risk	5.1 ≪

## **Top Skills in Demand**

Skill	Skill Type	Job Postings Requesting Skill(s)(#)	Job Postings Requesting Skill(s)(%)	Projected Growth	Location Quotient
Quality Assurance and Control	Specialized	185	18.9%	13.2% 💉	0.9 -
Budgeting	Specialized	165	16.8%	-5.8% 🛰	0.9
Scheduling	Specialized	152	15.5%	0.7% ~	0.9 -
Customer Service	Specialized	139	14.2%	-0.7% 🛰	1.0
Clinical Research	Specialized	136	13.9%	-13.3% 🛰	1.2
Good Clinical Practices (GCP)	Specialized	127	13.0%	4.8% ~	1.8 ≈
Project Management	Specialized	127	13.0%	-12.7% 🛰	0.7 🗸
Clinical Trials	Specialized	124	12.7%	0.9% 💉	1.4 ^
Quality Management	Specialized	106	10.8%	-6.6% 🛰	1.2
Data Entry	Specialized	85	8.7%	0.2% ~	1.1 —

# **Skills in Demand by Occupation**

Occupation	Job Postings (#) (Last 12 Months)	Job Postings (%) (Last 12 Months)
Laboratory Technician	102	11.3%

ill	Occupational Skill Category	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (9 (Last 12 Months)
Microbiology	Defining	39	
Chemistry	Necessary	37	
Quality Assurance and Control	Necessary	33	
Laboratory Testing	Defining	30	
Laboratory Equipment	Defining	27	
Phlebotomy	Defining	22	
Data Entry	Necessary	21	
Scheduling	NA	20	
Occupational Health and Safety	Necessary	18	
Health Insurance Portability and Accountability Act (HIPAA)	NA	17	
Customer Service	Necessary	16	
Administrative Functions	NA	15	
Blood Samples	NA	14	
Laboratory Procedures	Distinguishing	14	
Equipment Operation	NA	13	
Specimen Collection	Distinguishing	13	
Immunology	NA	12	
Vaccination	NA	12	
Biology	Necessary	11	
Calibration	NA	10	
Cleaning	NA	10	
Packaging	NA	10	
Quality Management	NA	10	
Spreadsheets	NA	10	
Food Safety	NA	9	
Good Laboratory Practices (GLP)	NA	9	
Good Manufacturing Practices (GMP)	NA	9	
Personal Protective Equipment (PPE)	Necessary	9	
Aseptic Technique	NA	8	
Hazard Analysis Critical Control Point (HACCP)	NA	8	
Medicare/Medicaid Knowledge	NA	8	
Onboarding	NA	8	
Sample Preparation	Distinguishing	8	
Toyota Production System (TPS)	NA	8	
Blood Draws	NA	7	
Pathology	Distinguishing	7	
Repair	NA	7	
Interaction with Patients / Medical Personnel	NA	6	
Order Entry	NA	6	
Biologics	NA	5	

Data Collection	NA	5	4.9%
Environmental Testing	NA	5	4.9%
Food Safety and Quality	NA	5	4.9%
Heavy Lifting	NA	5	4.9%
ISO 9001 Standards	NA	5	4.9%
Patient Transportation and Transfer	NA	5	4.9%
Product Knowledge	NA	5	4.9%
Staff Management	NA	5	4.9%
Surgical Technician	NA	5	4.9%
X-Rays	NA	5	4.9%

Healthcare Administrator	43	
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Skill	Occupational Skill Category	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Clinical Research	NA	41	95.3%
Clinical Trial Management	NA	41	95.3%
Clinical Trials	NA	41	95.3%
Document Management	NA	41	95.3%
Electronic Document Management System	NA	41	95.3%
Following SOPs	NA	41	95.3%
Good Clinical Practices (GCP)	NA	41	95.3%
Quality Management	Necessary	41	95.3%
Oncology	NA	9	20.9%
Site and Study Management	NA	2	4.7%
Antibiotic Resistance	NA	1	2.3%
Budgeting	Defining	1	2.3%
Case Management	Defining	1	2.3%
Chemistry	NA	1	2.3%
Communicable Disease knowledge	NA	1	2.3%
Data Collection	NA	1	2.3%
Disease Control	NA	1	2.3%
Epidemiology	NA	1	2.3%
Infection Control	NA	1	2.3%
Laboratory Testing	NA	1	2.3%
Microbiology	NA	1	2.3%
Occupational Health and Safety	NA	1	2.3%
Pathology	NA	1	2.3%
Patient Care	Defining	1	2.3%
Phlebotomy	NA	1	2.3%
Progress Reports	NA	1	2.3%
Public Health and Safety	NA	1	2.3%
Strategic Partnerships	NA	1	2.3%
Technical Assistance	NA	1	2.3%

Natural Science Because Manager	42	4.69/
Natural Science Research Manager	42	4.0%

Skill	Occupational Skill Category	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Clinical Research	Defining	40	95.2%

Good Clinical Practices (GCP)	Defining	35	83.3%
Clinical Trial Management	Defining	31	73.8%
Clinical Trials	Defining	31	73.8%
Document Management	NA	29	69%
Electronic Document Management System	NA	29	69%
Following SOPs	NA	29	69%
Quality Management	Necessary	29	69%
Clinical Monitoring	Defining	11	26.2%
Oncology	Necessary	11	26.2%
Site Monitoring	Defining	10	23.8%
Data Management	Necessary	9	21.4%
Budgeting	Defining	6	14.3%
Site and Study Management	Defining	6	14.3%
Biotechnology	Necessary	5	11.9%
Drug Development	Defining	5	11.9%
Quality Assurance and Control	Necessary	5	11.9%
Project Planning and Development Skills	Necessary	4	9.5%
Conditional Random Field (CRF)	NA	3	7.1%
Clinical Trial Monitoring	Distinguishing	2	4.8%
Chemistry	NA	1	2.4%
Diabetes Diagnosis / Treatment	NA	1	2.4%
Engineering Design	NA	1	2.4%
Engineering Design and Installation	NA	1	2.4%
FDA Regulations	Distinguishing	1	2.4%
Investigational Review Board (IRB)	Defining	1	2.4%
Laboratory Testing	NA	1	2.4%
Microbiology	NA	1	2.4%
Negotiation Skills	NA	1	2.4%
Onboarding	NA	1	2.4%
Pathology	NA	1	2.4%
Performance Appraisals	NA	1	2.4%
Phlebotomy	NA	1	2.4%

Phlebotomist 36 4%

Skill	Occupational Skill Category	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Phlebotomy	Defining	35	97.2%
Customer Service	Defining	34	94.4%
Administrative Functions	NA	28	77.8%
Data Entry	Necessary	28	77.8%
Scheduling	Necessary	28	77.8%
Health Insurance Portability and Accountability Act (HIPAA)	NA	27	75%
Medicare/Medicaid Knowledge	NA	27	75%
Technical Assistance	NA	27	75%
Vaccination	NA	26	72.2%
Customer Contact	NA	24	66.7%
Occupational Health and Safety	Necessary	24	66.7%

Specimen Collection	Defining	24	66.7%
Electronic Medical Records	NA	1	2.8%

Biostatistician 28 3.1%

Skill	Occupational Skill Category	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Biostatistics	Defining	28	100%
SAS	Defining	27	96.4%
SAS Clinical	Defining	26	92.9%
Customer Contact	NA	19	67.9%
Quality Assurance and Control	Necessary	19	67.9%
Biopharmaceutical Industry Knowledge	NA	18	64.3%
Budgeting	NA	18	64.3%
Statistical Reporting	Defining	18	64.3%
Data Quality	NA	10	35.7%
Clinical Study Reports	Defining	9	32.1%
Statistical Analysis	Defining	9	32.1%
Statistical Methods	Necessary	9	32.1%
Statistics	Defining	9	32.1%
Calculation	Necessary	8	28.6%
Data Manipulation	NA	8	28.6%
Negotiation Skills	NA	8	28.6%
Protocol Development	NA	8	28.6%
Simulation	NA	8	28.6%
Clinical Trials	Defining	2	7.1%
Data Management	Defining	2	7.1%
A/B testing	NA NA	1	3.6%
AWS CloudFormation	NA	1	3.6%
AWS Elastic Compute Cloud (EC2)	NA	1	3.6%
Account Reconciliation	NA	1	3.6%
Accounting	NA	1	3.6%
Accruals	NA	1	3.6%
Ad Hoc Analysis	NA	1	3.6%
Adobe Indesign	NA	1	3.6%
Adobe Photoshop	NA	1	3.6%
		'	
Agile Development	NA NA	1	3.6%
Angular IS	NA NA	1	3.6%
AngularJS	NA NA	1	3.6%
Apache Spark	NA NA	1	3.6%
Assay Development	NA	1	3.6%
Automated Testing	NA	1	3.6%
Balsamiq	NA	1	3.6%
Bank Reconciliation	NA	1	3.6%
Bash	NA	1	3.6%
Biochemistry	NA	1	3.6%
Bioinformatics	Defining	1	3.6%
Biology	Defining	1	3.6%
Border Gateway Protocol	NA	1	3.6%

Branding Strategy	NA	1	3.
C++	Necessary	1	3.
Cash Deposits and Receipts	NA	1	3.
Cisco	NA	1	3
Cisco Switching	NA	1	3
Classification Algorithms	NA	1	3
Clinical Data Analysis	NA	1	3
Clinical Data Interchange Standards Consortium(CDISC)	Defining	1	3

Researcher / Research Associate	27	3%

Skill	Occupational Skill Category	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Experiments	Defining	13	48.1%
Budgeting	Necessary	12	44.4%
Food Science	NA	11	40.7%
Product Development	NA	11	40.7%
Basic Research	NA	10	37%
Food Industry Knowledge	NA	10	37%
Record Keeping	NA	10	37%
Statistical Analysis	NA	10	37%
Statistics	NA	10	37%
Data Collection	Necessary	9	33.3%
Quality Assurance and Control	NA	8	29.6%
Food Process Research and Development	NA	7	25.9%
Technical Support	NA	7	25.9%
Chemistry	NA	4	14.8%
Description and Demonstration of Products	NA	4	14.8%
Experimental Design	Distinguishing	4	14.8%
Purchasing	NA	4	14.8%
Scheduling	Necessary	4	14.8%
Packaging	NA	3	11.1%
Product Knowledge	NA	3	11.1%
Public Health and Safety	NA	3	11.1%
Administrative Support	NA	2	7.4%
Basic Mathematics	NA	2	7.4%
Bill of Materials	NA	2	7.4%
Biochemistry	NA	2	7.4%
Biology	Necessary	2	7.4%
Chemical Engineering	NA	2	7.4%
Clinical Research	NA	2	7.4%
Clinical Trial Management	NA	2	7.4%
Clinical Trials	NA	2	7.4%
Data Capture	NA	2	7.4%
Data Entry	NA	2	7.4%
Design of experiments (DOE)	NA	2	7.4%
Effective Communications	NA	2	7.4%
Environmental Health and Safety	NA	2	7.4%

Environmental Risk Assessment	NA	2	7
Environmental Science	NA	2	7
Epidemiology	NA	2	;
Food Safety	NA	2	7
Food Safety and Quality	NA	2	-
Inventory Management	NA	2	
Mainframe	NA	2	
Manual Dexterity	NA	2	
Medical Terminology	NA	2	
Memoranda Preparation	NA	2	
Microsoft Sharepoint	NA	2	
PH Meters	NA	2	
Project Scope Definition	NA	2	
Viscometers	NA	2	
Waste reduction	NA	2	

Software Developer / Engineer		26 2.9%		
Skill	Occupational Skill Category	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)	
Software Engineering	Defining	24	92.3%	
Java	Defining	22	84.6%	
Linux	Necessary	16	61.5%	
Object-Oriented Analysis and Design (OOAD)	Defining	15	57.7%	
Git	Defining	14	53.8%	
Configuration Management	NA	12	46.2%	
MongoDB	Distinguishing	12	46.2%	
NoSQL	Distinguishing	12	46.2%	
SOLR	NA	12	46.2%	
ElasticSearch	NA	11	42.3%	
Web Services Architecture	NA	11	42.3%	
JavaScript	Defining	10	38.5%	
Software Development	Defining	8	30.8%	
Unit Testing	Defining	6	23.1%	
C++	Necessary	5	19.2%	
Computer Engineering	NA	5	19.2%	
MSTest	NA	5	19.2%	
Microsoft C#	Necessary	5	19.2%	
NUnit	NA	5	19.2%	
Relational Databases	Necessary	5	19.2%	
Object Oriented Development Software	NA	4	15.4%	
PostgreSQL	Distinguishing	4	15.4%	
Project Planning and Development Skills	NA	4	15.4%	
Software Testing	NA	4	15.4%	
Agile Development	Defining	3	11.5%	
AngularJS	Defining	3	11.5%	
Golang (Go Programming Language)	NA	3	11.5%	
Hypertext Preprocessor (PHP)	Distinguishing	3	11.5%	

	I		
Manufacturing Principles	NA	3	11.5%
MySQL	NA	3	11.5%
Python	Defining	3	11.5%
React Javascript	Distinguishing	3	11.5%
SQL	Defining	3	11.5%
SQL Server	Necessary	3	11.5%
Software Quality Assurance	NA	3	11.5%
TypeScript	NA	3	11.5%
Web Application Development	Necessary	3	11.5%
Web Development	NA	3	11.5%
AWS Redshift	NA	2	7.7%
BigQuery	NA	2	7.7%
Delphi	NA	2	7.7%
Druid (open-source data store)	NA	2	7.7%
Engineering Management	NA	2	7.7%
Firmware	NA	2	7.7%
HTML5	NA	2	7.7%
Hardware and Software Configuration	NA	2	7.7%
Integrated Development Environment (IDE)	NA	2	7.7%
JUnit	Distinguishing	2	7.7%
Microsoft Operating Systems	NA	2	7.7%
PERL Scripting Language	Distinguishing	2	7.7%

Skill	Occupational Skill Category	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Biotechnology	Necessary	16	66.7%
Client Base Retention	NA	15	62.5%
Clinical Trials	Defining	15	62.5%
Educational Materials	NA	15	62.5%
Medical Science	Defining	15	62.5%
Budgeting	NA	14	58.3%
Articulating Value Propositions	NA	13	54.2%
Biotechnology Industry Knowledge	NA	13	54.2%
Business Acumen	NA	13	54.2%
Clinical Experience	NA	13	54.2%
Conflict Management	NA	13	54.2%
Customer Relationship Management (CRM)	NA	13	54.2%
Drug Development	Distinguishing	13	54.2%
Economics	NA	13	54.2%
Good Clinical Practices (GCP)	NA	13	54.2%
International Conference On Harmonization (ICH)	NA	13	54.2%
Managed Care	NA	13	54.2%
Site Selection	NA	13	54.2%
Thought Leadership	NA	10	41.7%
Oncology	Necessary	7	29.2%
Chemistry	Necessary	4	16.7%

		20	
Electrocardiogram (EKG / ECG)	NA	1	4.2
Disease Treatment	NA	1	4.2
Database Software	NA	1	4.2
Data Entry	NA	1	4.2
Competitive Analysis	NA	1	4.2
Cardiopulmonary Resuscitation (CPR)	NA	1	4.2
Blood Draws	NA	1	4.
Administrative Functions	NA	1	4.
Sales Meetings	NA	2	8.
Rheumatology	NA	2	8
Pharmacology	Distinguishing	2	8
Ophthalmology	NA	2	8
Molecular Biology	Defining	2	3
Marketing Materials	NA	2	8
Grand Rounds	NA	2	3
Gastroenterology	NA	2	3
Dermatology	NA	2	3
Cytogenetics	NA	2	3
Clinical Research	Defining	2	8
Clinical Development	Distinguishing	2	3
Cancer knowledge	Defining	2	3
Cancer Biology	NA	2	3
Biomarkers	NA	2	
Biology	Necessary	2	8
Patient Care	Necessary	3	12
Immunology	Defining	3	12
Microbiology	NA	4	16
Laboratory Procedures	NA	4	16
Inventory Maintenance	NA	4	16

Skill	II Occupational Skill Category Job Postings Requesting Ski (Last 12 Months)		Job Postings Requesting Skill(s) (%) (Last 12 Months)	
Budgeting	NA	20	100%	
Clinical Data Interchange Standards Consortium(CDISC)	Distinguishing	20	1009	
Good Clinical Practices (GCP)	NA	20	100%	
QC Processes	NA	20	100%	
Quality Assurance and Control	Necessary	20	100%	
SAS	Defining	20	100%	
Statistical Programming	Defining	20	100%	
Technical Support	NA	20	100%	
21 CFR Part 11	NA	19	95%	
Clinical Trials	Necessary	11	55%	
Data Operations	NA	11	55%	
Project Management	Necessary	9	45%	
Resource Management	Resource Management NA		45%	
Stakeholder Management	NA	9	45%	

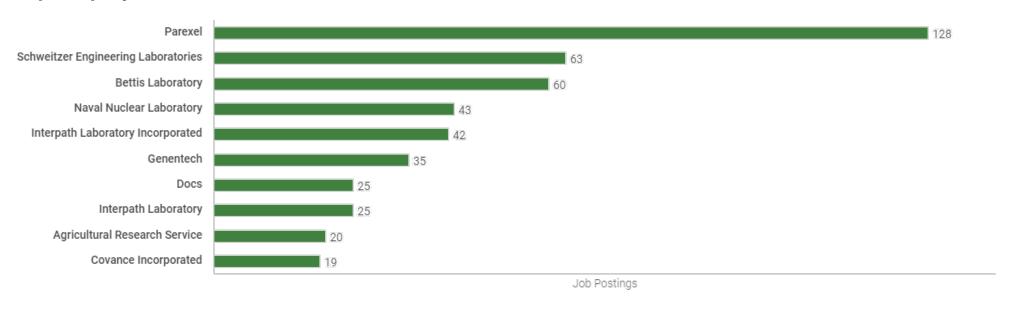
Legal Compliance	NA	1	5%

Business Development / Sales Manager 19 2.1%

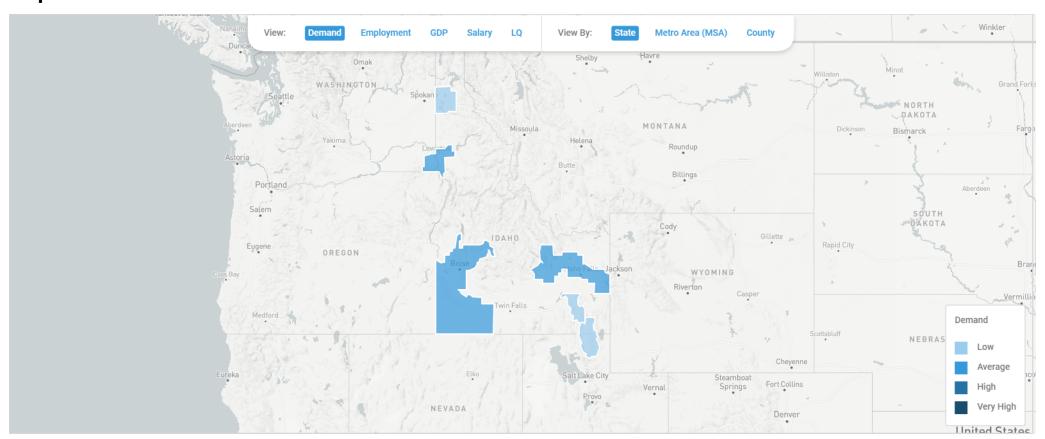
Skill	Occupational Skill Category	Job Postings Requesting Skill(s) (#) (Last 12 Months)	Job Postings Requesting Skill(s) (%) (Last 12 Months)
Budgeting	Defining	8	42.1%
Clinical Research	NA	8	42.1%
Sales	Defining	8	42.1%
Sales Management	Defining	6	31.6%
Site Selection	NA	6	31.6%
Good Clinical Practices (GCP)	NA	5	26.3%
Medical Sales	NA	5	26.3%
Project Planning and Development Skills	NA	5	26.3%
Appointment Setting	NA	4	21.1%
Outside Sales	Necessary	4	21.1%
Process Improvement	NA	4	21.1%
Quality Management	NA	4	21.1%
Site and Study Management	NA	4	21.1%
Vaccines	NA	4	21.1%
Biochemistry	NA	3	15.8%
Biology	NA	3	15.8%
Budget Management	NA	3	15.8%
Business Development	Defining	3	15.8%
Chemistry	NA	3	15.8%
Clinical Industry Knowledge	NA	3	15.8%
Clinical Trial Management	NA	3	15.8%
Clinical Trial Monitoring	NA	3	15.8%
Clinical Trials	NA	3	15.8%
Cold Calling	NA	3	15.8%
Contract Management	NA	3	15.8%
Contract Review	NA	3	15.8%
Immunology	NA	3	15.8%
Infectious Disease	NA	3	15.8%
Neuroscience	NA	3	15.8%
Object-Oriented Analysis and Design (OOAD)	NA	3	15.8%
Oncology	NA	3	15.8%
Pharmaceutical Industry Knowledge	NA	3	15.8%
Pharmacology	NA	3	15.8%
Project Management	Necessary	3	15.8%
Quality Assurance and Control	NA	3	15.8%
Sales System	NA	3	15.8%
Vendor Relations	NA	3	15.8%
Business Acumen	NA	2	10.5%
Client Base Retention	NA	2	10.5%
Customer Service	Necessary	2	10.5%
Drug Development	NA	2	10.5%
Food Science	NA	2	10.5%
		ace International Inc	

New Product Development	NA	2	
Product Development	NA	2	
Product Research	NA	2	
Scheduling	Necessary	2	
Accounting	NA	1	
Administrative Functions	NA	1	
Biologics	NA	1	
Biotechnology	NA	1	

### **Top Employers**



### **Top Locations**



Metro Area (MSA)	Job Postings (Last 12 Months)	Employment (Last 12 Months)	GDP	Median Salary (in Thousands)	Location Quotient
Boise City, ID	530	NA	\$251.0M	\$51k	0.9
Idaho Falls, ID	173	NA	\$2B	\$67k	1.4 ^
Lewiston, ID-WA	50	NA	\$99.4M	\$42k	0.9
Coeur d'Alene, ID	34	NA	\$417.8M	\$45k	0.3 ❤
Pocatello, ID	12	NA	\$181.8M	\$68k	0.2 ❤
Logan, UT-ID	6	NA	N/A	\$108k	0.1 ❤

Source: Bureau of Labor Statistics, Bureau of Economic Analysis